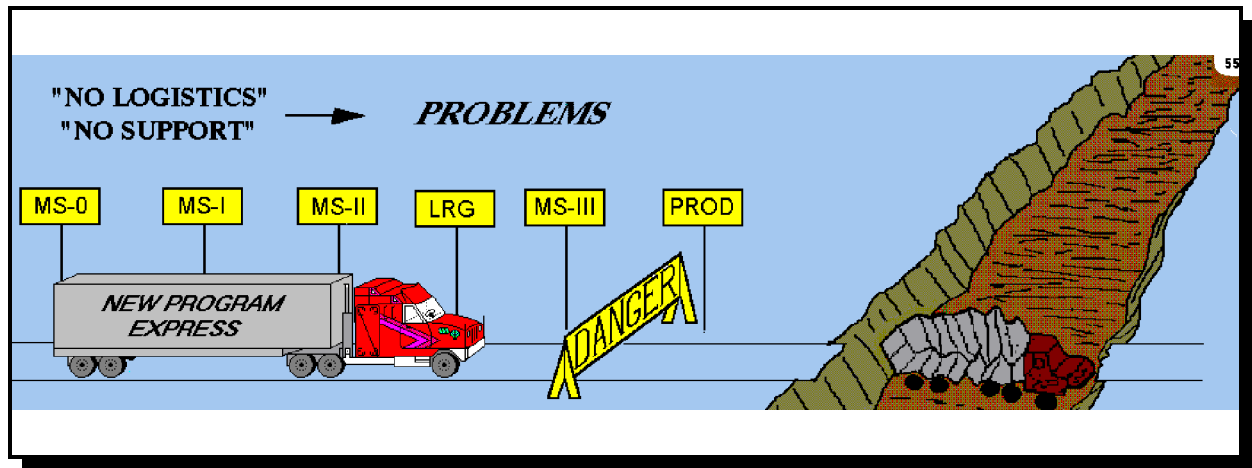


## INTEGRATED LOGISTICS SUPPORT (ILS) OVERVIEW; by Chuck Sproull 7/97

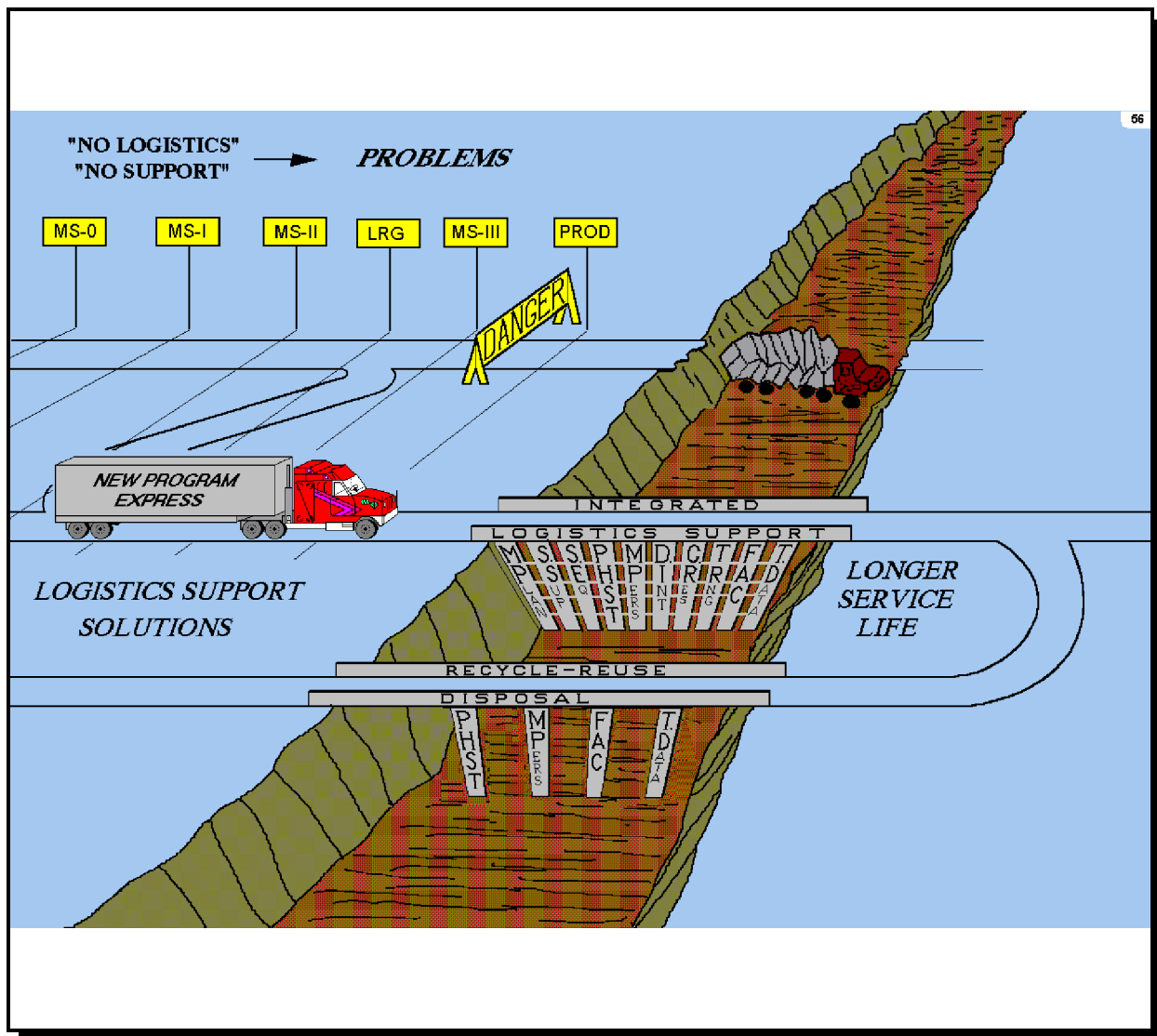
55. In conclusion, when I first began presenting this briefing in 1989, I asked my middle son Tim (then 7 years old) to draw me an "awesome semi." So he got out a pencil, paper and ruler, and in about 1 hour he drew me an 8x10 of this tractor. This is to show that up to about 20 years ago, many program managers had the mind set of equating logistics with problems. That is, many of the problems they heard about were referred to as "logistics problems" so they didn't want to have anything to do with logistics. What they didn't



realize is that "no logistics" was the reason for the problems, and that logistics planning was the solution to what they called logistics problems. As a result, they were more concerned with developing a product that performed well and fielding it as soon as possible with minimum development cost. They passed milestone after milestone, ignoring guidance and directives from a high level oversight agency in the DoD, called the Logistics Review Group (LRG).

As a result, after production of their system, when they tried to get it to the users, they found that their system did not have enough support, so the "cradle to grave" portion of its life cycle was shortened. Regrettably, some potentially good systems either found an early grave, or their service lives had to be extended at a much higher cost than what early logistics planning would have cost.

56. As program managers became more aware of the importance of the ILS elements and support planning, the LRG became more effective in their oversight auditing and evaluating. They were able to help some programs turn back a milestone or two and catch up on their support planning, and help new programs start out right. Whether military or commercial, when adequate support and readiness planning has been conducted along with the design engineering effort, systems and equipment are able to cross over from the cradle of production into a full and useful service life, because the support is now in place.



57. To summarize, most of what we call logistics, support and readiness is just common practical sense, it is logical. But no one is intuitively aware of the full scope of logistics considerations and techniques. This is what makes logistics education so necessary. I hope through this briefing you have a much deeper appreciation and understanding of Integrated Logistics Support, and are willing to take the time to do logistics thinking at the beginning of all your efforts, whether professional or with other organizations or at home.

## SUMMARY AND CONCLUSIONS

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### (Things to take with you)

- Appreciation of Integrated Logistics Support (Planning for Support and Readiness)
- Value Added through LCC Savings
- Care and Feeding of Logisticians - (lots of information, Details & Cooperation)
- THINK LOGISTICS, (PLAN AHEAD)**
- More Effective Task Screening for Organization
- Opportunities for Activity to be Recognized for: Quality ILS Planning and Support, and Providing Customer and Product Support,

And I hope that you would consider following an educational and career path in one or more elements of Integrated Logistics Support. Logistics thinking can be done by anyone. It just requires humility and patience to pay attention to details, to be more analytical and plan ahead, knowing what to plan ahead for. Planning for readiness and support of a product like a car, weapon system or a home, can minimize the operating and maintenance costs and make life a lot easier.

To put all this back into perspective, please recall the three levels of logistics we discussed at the beginning of this briefing. Most of what we consider as hardware systems engineering and logistics is actually planning ahead for support of Operations Logistics, which in turn is ultimately for the support of our basic Subsistence Logistics. But no matter what

level of logistics support you are involved with, there is two elements they all have in common, they all require disciplined planning and dedicated work to effectively sustain and add value to all aspects of our lives. I hope to encourage you to think about products you make and use, not just in terms of their unit cost or purchase price, but also in terms of utilization (as in the example of my car), and operations and support costs. Logistics is usually the most conservative part of any design or management effort and it can be applied to almost all aspects of life.

Most professions either plan or provide some form of support for customers and products. If you are pursuing a good education in a technical, engineering or management field, I'd like to encourage you to include ILS training and to dedicate your professional career to serving your business with the attitude of a servant, seeking ways to plan ahead for the readiness and support of that business. In any organization, people who use their talents, abilities, resources and positions to serve others are usually the most productive, most beneficial and most respected.